**PEP 110 Edited\_Transcription**

[Daniel Hill] (0:05 - 41:15)

Welcome to the official property entrepreneur podcast and myself, Daniel Hill, we are now rated in the top 10 of all business entrepreneurship podcasts in the UK. Last year, we were rated the seventh most popular property podcast. And every month by downloads, we are rated in the top 5% of most popular podcasts in the entire world.

Thank you all for your support for sharing and subscribing to these podcasts. This is literally my life's work broken down into simple blueprints for you to execute everything that you want, be it wealth, health, or life by design. Success and failure are both very predictable.

Let's get into it. Hello, and welcome to the next episode of the official property entrepreneur podcast is Tuesday. It's time for the next episode.

And I have got a really great episode for you today. So what we're gonna talk about today is leaders speak last. And this is basically a concept of the art of being a great conversationalist.

Now, this is another one of those self awareness pieces is a quite advanced and developed type of practice or pastime. And it is reasonably rare, you're going to realize once I've once I've shared this blueprint with you, basically top top 10 ways to be a great conversationalist, you're going to now tune in and have a whole new level of understanding as to how actively and how passively and how aware and how unaware a lot of people are in engagement, conversation, general day to day business and potentially in life. Now I'm going to share this with you, basically 10 ways to increase the value that you get from the engagements you have in conversations. Now, this might apply to your personal life and the conversations you have with friends, family, I am specifically just a bit of a disclaimer focusing specifically on professional life.

So talking to people at networking events, talking to investors, talking to people that you work with people that you meet your team, people you do business with that sort of side of things. Obviously, in the natural world, you probably want to be I say natural world, personal, private, friends, family, you probably want to be a bit more relaxed and maybe a little bit less self aware and self conscious and potentially strategic. Equally, these are just great life skills and I think they'll do really well.

So this is basically to me to you. So how to have a great conversation, how to engage in great conversation and how to be a great conversationalist. If you've not really listened to the self awareness podcast, I'd recommend going back to that.

So that's basically the foundations of this, which is about being self aware around your environment, the people that you're around, understanding the impact that you have on others, others have on you, whether that's physical, body language, auditory energy, all of those sort of things. So go back and check out the podcast episode called self awareness in addition to this one. And this takes it to another level specifically focusing on the art of conversation.

So a few things to note before we go into this about conversation is most people when you have this self awareness and now you tune into it, you will realize that when you're having a conversation with somebody from today onwards, having listened to this, you will realize that most of the people you talk to have actually very little interest in what you've actually got to say. And what you'll realize is that most conversations that you have are in many respects, a fundamental waste of time, you know, you're wasting your time, you're wasting your effort, you're wasting your energy, because a lot of them, the other person is just not interested in that conversation and has very little interest in what you want to what you want to what you've got to what you've got to say, what we want to do is start to move away. So one of the tips I think is about the style of what a conversation is, this podcast is called to me to you. And the logic is that you want to move a conversation from it's a conversation, not a competition.

And a lot of people get into conversations and think it's a competition of whose ego can outflank the other, who's got the biggest, who's done the best, who's experienced this, or will I do it like this way, I do it that way, who knows the most, who has the most. And it's just a competition of who can, who can get the most words and opinions in and that's not professionally in business, that's not a huge value to you. So what are tuning to the fact that most people are not most conversations you're having a waste of time, we want to try and at least improve your contribution to those most conversations are not actual conversations, their competitions, and their people just waiting for their turn to speak.

They're sitting there, they're passively listening to the noise that comes out your mouth, and they're thinking about what they're gonna get from Morrison's on the way home. And then they're just waiting for their turn to speak. And they may visibly or audibly illustrate this to you.

And when you tune into body language, you might now start to notice this, or you can just start to see their eyes glazing over there are there, you know, there's some somewhere else not listening to not listening to you. Here is how to be a great conversationalist and be a person that people want to talk to. So if you want to increase the quality of contacts, you have conversations, you have relationships, you develop negotiations that you have opportunities that get presented to you, you want to be the most appealing, attractive, engaging person that people want to speak to, when your name comes up in their whatsapps on their phones in their inboxes, you want is you want them to feel real favorable, like excellent, I would really like to spend more time engaging, communicating and having a conversation with this person, we want to get you into that that box. The reality is there's very few people in that box, you know, most people can be quite hard work to have conversations with in this capacity. So just quick warning as well.

So now a lot of people listen to this with all they share it with friends, family and listen to it perhaps in the car with children. Very, I try not to swear on these podcasts. But there is a couple of swear words a little bit later down in this, I'll give you a heads up when it is just let you know any any children's ears listening, probably want to cover those up.

But it's only a couple of a couple of little sound bytes. And these are the top 10 things I would encourage you to first off, acknowledge second is to tune into and then third is to practice start to do these things. And you'll you'll see the quality of conversation and the quality of people you start having conversations with drastically increases.

So the first is basic, basic, basic, personal development, Dale Carnegie, how to win friends and influence people is to use people's names. When you're in a conversation, use people's names, but use it use it enough that it is effective to show that you care, you're interested, you know who they are. But don't use it so much that you sound like a salesperson or an estate agent or a travel agent is a great one back in the day when you go to travel agents, you know, they'd ask your name, and then they'd be using it every other word salespeople do this as well, because they feel like it's establishing rapport.

But it does get to a point where it's just patronizing. So use people's names, but use it sparingly, it's enough to acknowledge, acknowledge and recognize you're interested, but not so much it becomes boring. And then equally with that little tips and tricks.

So for example, one of the ones that I teach our team is if we're running events, and you're a networking event, you'll go to a networking event, meet somebody at networking event, they come up say, Oh, hi, Dan, you know, they know who you are, maybe you're a speaker, maybe you're well known in the area, whatever, for whatever reason, maybe they've just read it on your name tag. Well, a little trick here is rather than whether you've met them before you haven't rather than rather than, especially, in fact, especially if you've met them before, but you just can't remember their name, even if you haven't, rather than shake their hands, look at their name tag, and then say, Oh, hi, look down, Claire, look up. Hi, Claire.

Nice to meet you. How are you? It's just blatant.

I don't know who you are. I don't know what your name is. I don't care.

They've acknowledged your name says hello, engage in the conversation. And then during the conversation, just allow your eyes to drift down like round the room left, right past their name tag, read the name, don't then straight look up and then read it to them. Because that reduces and eliminates all the value in actually knowing their name.

Obviously, Dale Carnegie talks about the fact that the sweetest thing in the world for anybody is to is is the sound of their own name being used. And we know that that's we know the value that carries when it's used effectively. Just drop, run your eyes past it, clock it, carry on the conversation.

And then a sentence in two sentences later, then use the name, there'll be gobsmacked, they'll be amazed, they'll feel important. They'll feel acknowledged, they'll feel respected. It's just a nice little way to play it rather than looking at the name tag and then just talking to him.

The second is to be a great conversationalist is the practice of active listening. Now what I mean by this is most people don't actively listen, they passively listen. And what that means is they talk, they are they say something, and then the other person starts talking and they stand there, their eyes glaze over, maybe they nod their head, maybe they make a noise.

Yes, yes, yes. They just sort of passively sit there and let you talk, but they're not actually listening. And what we want to do is actively listen.

And what this means is that you are being respectful of them talking, you are genuinely actively listening, you're listening to the words, you're thinking about what they're saying, you're potentially moving your eyes left, right. If you know body language, you know that you move your eyes up to the creative part of your brain, which means you're actively thinking about what they're talking about. If you go to one of the other corners, it's that you're retrieving information, you know, you're anchoring that to something else they've talked about.

And you're actively listening, you're there, you're present, you're not thinking about what you're going to put on your toast tomorrow morning, or the fact you need to walk the dog when you get home, you're sitting there, and you're actively listening. That's number two. Number three, and this is the next level of above active listening.

So active listening, you'll notice now, when you speak to most people, that they're not actually active listening to you. And that they're just passively listening. And you'll notice straight away, as you start to do it, most people do not actively listen.

To take this to the next level is to actively engage. And what I mean by this is actively engage in the conversation. So it's not you talk, I talk, you talk, or as we know, in most people's cases, you talk and I'll stand here and listen.

And you tell me about all your life stories that you if you had any self awareness, you'd be aware that I'm standing here, trying actually to actively listen, or most people would be passively listening, while you're just verbally vomiting all over me. And just telling me all your life secrets and XYZ. That's not a conversation.

You know, that's a competition of who can speak the most and who can speak the loudest. You actively listen and then actively engage. And what active engagement means is it means you're now partaking in the conversation.

You're not trying to take over. You're not trying to respond. You're not trying to you're not trying to overtake with your response opinion.

Oh, yeah, I will. I did this. I did that.

I know this blah, mine's bigger than this. I know this better than you, etc. active engaging is about interjecting, but to show that not only you active listening, but you're actually engaging in the conversations, there's they're telling you something, and you actively engage to acknowledge the fact you're interested.

And this is what this does is it achieves two things. So this morning, I was at my chiropractors, and he was getting me to do some physio for my back, and he was showing me a new exercise. And it would be very easy to just passively do what he tells me or passively listen to what he's doing.

But rather than that, I'm actively listening. So I'm engaged, but then I'm sort of audibly listening and engaged, but then verbally actually engaged. And what I said, for example, he was doing some correction work on my posture with my pelvis.

And he was saying, right, so what I want to do here is back straight. So like pelvis, pelvis in back, straight neck forward. So just to confirm what is the objective here for my back to be straight?

Or is it is it for it to be sort of concave at the back. So what I'm doing is I'm actively engaging and what I'm doing is twofold. One is I'm confirming that I'm interested in what he's talking about.

And I'm actually listening. So there's a degree of sometimes deliberately doing it for that purpose, asking somebody to qualify. Yeah, but when you say that, do you mean this?

Or do you mean that? Okay, right, I've got you. And you're just like, let's just quick bang.

There we go. Acknowledging I'm actively engaged. You just interjecting to show that engagement.

But the second is in doing that, not only does it hold you actively holds you accountable to be actively listening, but then in actively engaging when you've got to do it anyway, you might as well do it for a point of clarification. And then means you are listening. Now you're trying to understand and where there is an opportunity to ask for a point of clarification because you're not clear, you're now actively learning better what they're talking about.

And you just get a huge, a lot more value from that conversation. And they obviously get a lot more value from, from engaging in it, they will feel they will feel that you're genuinely interested, they will appreciate the engagement, it needs to be genuine, it needs to be sincere, but it will just show that you are engaged. And going back to how to influence influence people, if you've not read it, I mean, that is one of the fundamental books is in our dream team rule book for all of our team members to read.

It's the basic fundamentals of personal development. And in there, it says about the guy who tries to sell bread to the local supplier as local bread company or Baker, the biggest bread company in the country is trying to pitch him for 15 years, emails, letters, sales, pitches, presentations, whatever. Turns out the kids are at the same school, they're standing side by side at the school football pitch, they engage in a conversation, and the guy that's been trying to pitch this big supplier for 15 years, they get into a conversation and he just listens for 80% of the conversation, actively listens, actively engages, but lets the other person talk.

And then the guy, the guy owns the big company has been trying to pitch goes back to his wife that night and says, I met the most amazing guy the football today. Really, that guy had never said anything about himself. All he'd done has been interested, actively listened, actively engaged.

And the other person felt valued, felt like they had a good experience. And it reflected positively on that guy. And he ended up winning the contract after 15 years of trying all the traditional stuff.

So actively engaging is number three. Number four is and this is again, when I'm talking specifically about being a great conversationalist is what most people do is they're either too passive, or they're too aggressive. Too passive means smile and wave nod and smile.

Oh, yeah, great. Yeah, fantastic. And they're either not listening, or they just, you know, just take your word for gospel, or they're just not interested.

Or they're just aggressive. You know, they just Oh, yeah, but this is what you want to do. Have you tried this?

Here's my ideas. Here's my solutions. Here's my opinions.

Mine's bigger than yours, x, y, z. What you want to do is in the same way as actively engaging and to me to you with the conversation is allow the opportunity to respectfully converse like there's a big difference between conversing and competing, actively converse in discussion and debate. So don't just smile and wave and passively go along for the ride is like find a common ground find something you actually want to talk about.

Otherwise, obviously, well, one of the one of the other top tips is about small talk. And we'll talk about that is like, is there any value in in small talk? Sometimes maybe there is sometimes maybe there isn't is discussion and debate is just engage in discussion and debate.

Listen to what they're saying. Really think about it and say, Yeah, but have you considered this? You know, most people just want to share their opinion.

They want to compete, not converse. Have you considered this? Oh, yeah, that's great.

You know what, I haven't considered that. And what we're not trying to do is when it's conversation, not competition. We're not trying to win the conversation.

We're trying to explore it. We're trying to engage in it. We're trying to have a adult, educated, intelligent conversation.

And that can include debate. There's no need for competition here include debate, and it can include discussion. It wants to be an active, high value engagement.

If you want to actively communicate and engage with intelligent, smart, developed, high value people that you want to do business with, this is all about moving yourself up those scales so that people want to engage in conversation with you, not just that they will, that they want to, you know, they look forward to you coming up to them not start running away. It's not one of the top tips, but tune into body language. Once you've got this self awareness, you tune into you got someone at a networking event, a business event, whatever.

If someone you're going to pitch if you want to see if they're actually interested, just read the body language. This is not a top tip. It's just a bonus for you.

Read their body language. And there's certain things like, for example, if their eyes and if their eyes are looking elsewhere in the room, what they're doing is they're looking for the door they want to exit. If their feet are pointed in another direction, it means they want to actually physically leave, but they can't because they're talking to you.

If they've got their arms crossed in front of their body, that's a barrier. It means they're either not interested or they feel like they want to retract, want to withdraw. They're not, they're not engaged.

They're not open. You look at these body language pieces. And it's very once you it's like night vision goggles, pre night vision goggles on you can see in the night, you take night vision goggles off, you can't say when you've got your self awareness lenses in, you will not be able to not notice this stuff now.

Just jumping in quickly with two things. So the first is if you're enjoying these podcasts, and you haven't already ordered a copy of my brand new first ever released book, Karma Credits, please go to Amazon now and order yourself a copy of Karma Credits by Daniel Hill. And it'll explain to you the universal law of wealth, health and happiness.

And the second if you want a free report that you can read straight away, go to www.boomorbust.co.uk to understand the five things that I'm doing as we head into this next phase of recession. Back to the podcast. So discussion and debate is engaging in that engaging in discussion, engaging in debate.

Number five is leaving ego at the door. And what I mean here is similar to previous is it's a conversation, not a competition. Especially in like, the Western world.

There is a degree of opinionated conversation, views, debate, everyone wants to be bigger, better, faster, smarter. That's not doesn't make for great conversation. It might make for a great competition.

You know, if you want to be the loudest and the center of attention, then yeah, absolutely. You may scratch that ego get that fulfillment in the moment that you feel significant. But if you were to have the self awareness of how other people perceive it, you would likely find that it's either exhausting or unengaging or self indulgent.

It's not what you it other people's perception is potentially very different to what your perception of that is. So leave ego at the door is a conversation, not a competition, like try and be more try and meet on a level who regardless of who you're who you're speaking with. Number six is actively listening, actively engaging requires the ability to take a genuine interest.

And again, this is one of Dale Carnegie's how to win friends influence people is in that conversation, take a genuine interest in what the person is talking about. Now, you do not want to have conversations for no reason, I'm assuming in business, you know, you want to spend X amount of time at work, in business, at events, selling, pitching, whatever you're doing networking, you don't want to waste that time, you want to invest it, you don't want to spend it, you don't spend time, you want to invest it. And if you're going to do that, you want to find people that are worth communicating with, and take actively listen, actively engage and take a genuine interest in what they're talking about, so that they feel valued so that the conversation is engaging.

And the best way to do this is to find a common ground. If you cannot find a common ground, it's going to be very, it's going to be small talk, it's going to be short lived, it's going to be awkward, it's going to be chit chat, one of you is going to be listening to the other is that's not a conversation, that's probably a waste of time. What you want to do is find that common ground.

And what you'll find is the common ground is where the value is what you want to talk about. And if they're people, you know, already friends, family connections, team members, there'll be a common ground, the project you're working on the market, finance, the deals, whatever, there'll be a common ground, you want to find that. And then you want to take a genuine interest in it, find out what do they know about it?

You know, what do they know that you don't know? What do they think about it? What's their opinion?

What's their view? What's their experience? Take a genuine interest in that and then dig, dig around and find that common ground and then be genuinely interested in what they've got to say.

And again, actively engaging to acknowledge that. Oh, yeah, you say that, you know what, that's really interesting. Or, you know, you say that.

And, you know, I have thought about that previously. But have you considered this? No, do you know what?

I hadn't considered that. And actually, I wasn't talking about that. I was actually talking about this.

Ah, makes a lot of sense. actively engaged, take a genuine interest and find that that common ground. Number seven is assume you're wrong.

Now, this is um, this is another element to avoid in the competition. Leaving ego at the door is assume you're wrong. Regardless of what somebody saying, even if you know that that's fundamentally incorrect, you don't need to acknowledge that it's not a Oh, yeah, but I've done this.

Oh, yeah, but I had I had that you can just sort of acknowledge it and say, Oh, that you know, that that's not I hadn't considered that before. Or that's different to my experience. My experience on that was this.

All right, and you try and have an interesting discussion or debate. In my circle of sort of friends, connections, people I've done business with in the past business partners I've had, we have a few sort of triggers as to where these things come out. So if you assume you're always wrong, then it doesn't matter.

Like you can't actually be wrong then. So if you say, Oh, I think this and actually you are wrong, it doesn't matter because you've said, I assume I'm wrong, or perhaps I've got the wrong end of the stick or x, y, z, assume you're wrong in the conversations, and it completely disarms any conflict when you're having a good discussion or debate. Equally, there's things to watch out for, which I would suggest and again, it depends who you're talking to how like self aware or how savvy they are.

There's things I would say to tune into in conversations that may be things that other people say and you tune into or maybe things that you now choose to, to say or not say, or even just to understand what other people are really saying without saying stuff. So this is where this is where there's a few couple of like swear words in it. So any young is just skip forward 30 seconds or cover there is.

So and what what we would encourage you to say or what I would encourage you to say is, oh, it's quite likely that I'm incorrect, or that's, that's, that's different to my understanding. My understanding was x, y, z, or have you considered this because this is different, they're cool. But things potentially to not say is, if somebody says that's interesting, so you say something, and they say, Oh, that's interesting.

If it's genuinely interesting, and they're saying that's interesting, that's cool. But equally, if they're self aware, and they're developed, and they say, Oh, that's interesting. Actually, what they might be saying is that's bullshit.

So yeah, that's interesting. And what they actually mean is, that's rubbish, you know, that that is, is bullshit. But they're self aware, they're developed, they've done this sort of training before they did, they don't actually find it interesting.

They just think it's bullshit. And they don't want to argue with you. Another one is when people say with all due respect, so yeah, with all due respect, what with all due respect, actually means so yeah, with all due respect, x, y, z, what with all due respect actually means is fuck you.

It's like, well, with all due respect, what it means is fuck you, whatever you've just said is actually rubbish. Have a go on this and the same with don't take this the wrong way. Don't take this the wrong way.

But what it means is here's some fuck you feedback that you don't take this the wrong way or with all due respect, they're basically polite ways of of sticking it to you. So what I would say is twofold is is probably try and that's all the swearing over is probably try and avoid using those those phrases. Because if anyone's savvy enough to understand what they actually mean, they know what they mean.

And subconsciously, I wouldn't be surprised if they know what it means, regardless. And, and equally tune into another people are giving you that sort of lip service and saying it to you. The other one, which is again, this is like advanced.

Not necessarily vocabulary, the advanced communication is about using the word, but I don't know if you've seen, seen me put on social media before. But if you use the word, but in a conversation, basically, it renders everything before that word void. So you really want to tune into in written word or communication, not using the word box.

Oh, yeah. I really I appreciate that. And that makes a lot of sense.

But what actually means is none of that stuff actually counts. So but try not to use the word but and it's initially it's very, very difficult. And there is a time and a place for it.

But eventually, well, that's ironic. Eventually, it will, it will come good practice. And you know what I mean by when you're using it.

It's the same way as with all due respect, it's like if you say but what you're actually saying is, I've just given you some lip service, but I don't actually care. So that's number seven, assume you're wrong, it will defuse the situation. Number eight is, especially in a business situation.

Now you need to break the ice. Sometimes there's an uncomfortable early conversation. But avoid small talk again, like if I say but it's like, what that means is all that stuff before doesn't actually matter to agree, potentially.

I don't have the best example. And now I'm trying to stop saying but so avoid small talk. And when you start to hear yourself talking about things like the travel, the journey, the weather, these are small talk conversations.

Now there may be a time and a place for it. Maybe it's the awkward bit at the beginning of the conversation, a quick icebreaker, something just to fire up the cylinders. Great, that's cool.

Try not to waste endless time in small talk. It's maybe personally, you know, personally in your private life with your friends and the family that is accepted, welcomed, enjoyable. Maybe that's the case for you.

In business, especially if you want to start moving up the ranks of people you're going to have engaging conversations with, you'll find there's less and less time, space, energy, interest in small talk. So just try and avoid that. Play small games win small prizes.

If you want to talk about the weather, the travel, the traffic jams, etc, you're going to get very small returns from that move over to purposeful questions, interesting topics, engaging conversation as quick as as as politely possible. Number nine is and you would have heard me talk about this previously on the self awareness episode. If you're not listening to that, go back and have a listen to it is about reading the room.

And I sort of alluded to this with body language. I was talking about on the self awareness podcast is read the room of what's actually happening is especially extroverted. If people are very, very extroverted, or very, very low level of self awareness, they won't have the ability to read the room.

And what I mean by this is, if you're starting to tell a story that is completely unsuitable or not interesting to people around the table, and this is going to be a five minute story, and you're 30 seconds in, and people are looking at their watch, they're looking at their phone, they're drifting off, it's probably a time to bail and get out of that equally. If you're cracking jokes that are just not it's just not the audience for it, read the room and just rein it in as quick as you can. If you're getting loud and self indulgent and talking over people, just start to read the people actually listening to you.

Are they actively interested? Or are they just awkwardly laughing, trying to pretend to be interested, but actually they're really, really not just start to read the room and engage. If you're engaged in a conversation and just self aware, you're looking around you at all the other people, engagements, connections, body language around you.

And that you should be able to read the room then and read, is it time to talk? Is it time to shut up? Do people think this is really interested?

Am I actually boring people and I'm just satisfying myself? So read the room. Also within this is try to in a conversation, read the room where you might get trapped.

So there's certain conversations you want to be involved in, certain ones you don't, try and avoid. If you can read the room and realize you're with, uh, you in the crab bucket, if you've ever heard the crab bucket analogy, so crabs, if you've ever seen how crabs are caught in a bucket, there's no lid. Uh, they get caught out at sea.

They get chucked onto the deck of the boat and you might have 20 or 50 or a hundred crabs in a basket and they can climb up the sides, but there's no lid. They, they can't get out. The reason they can't get out is as soon as they started to make a break for it and get up the wall, the other crabs actually grab them and pull them back, back in.

And this is like the whole concept of personal development, breaking away from a circle of people that you probably shouldn't be around. And is the idea that people will try to make a breakthrough on your own is, is unlikely. And actually in the crab crab sort of analogy, you're going to just keep getting pulled back down.

What I would say is when you're reading the room is be aware of when you start to allow your own standards and energies and values be pulled down. And specifically, this is around like negativity is absolutely fine to be neutral. If it's a constructive, critical feedback conversation about something that's of value, that's not negativity for the sake of being negative.

That is high value critique, but avoid being pulled into the negative where you're in a group or one-to-one conversation. The conversation starts talking about, Oh, the traffic here was a nightmare. All the weather over the weekend is going to be crap.

Uh, all the food was, there was only, there was only five types of desserts. I was hoping for a bit more that negative conversation. That's for absolutely no value other than small talk negative.

It's contagious. It is, um, yeah, it's contagious. It will drag you down like the crabs in the bucket.

Try not try to read the room and be aware of when that's happening. And if you have the opportunity to bail and it's not of any value to then bail, if it's an interesting conversation and actually you want to reset the bar or you want to engage and continue is do not get sucked into the negative, just draw a neutral or even try and find a positive stance. Now I need to be clear here.

I'm not saying don't be negative about things that are negative. Like for example, interest rates on mortgages at the minute through the roof. It's a great conversation to have is negative because it's flawed the buy to let market.

And you can talk about the fact single letter by select properties do not fundamentally work at the minute. That's not being negative. If you said the world's going to end, I'm not going to bother getting into property.

It's so rubbish. Everything's crap. I'm not interested.

You know, the difference between valuable negativity or critique the difference between a well appraised debate and critique, and then just basic negativity, try and take a neutral or even a positive stance on that where you can. And just remember when you, when you're talking about things and moving up through these levels is there's a really great saying that says, um, great minds. So obviously you want to, ideally you want to be spending as much time with great intelligent minds, people, connections as you can.

Great minds, uh, discuss and explore events. Oh, sorry. Great minds discuss and explore ideas.

You know, I've got this idea to do this. There's this idea, et cetera, et cetera. Great, great minds discuss ideas and average minds discuss events.

So things that have happened, reflecting, relaying, it's just pretty common conversation. Talk about things that have happened, stuff like that. And small minds talk about people.

So small minds talk about bitching, uh, negative critique, slagging people off, just trying to find any opportunity to deflect engagement, conversation, critique development from their selves onto, onto others. So read the room and try and tune into, tune into that. And then finally, number 10 to finish is the art of becoming a great conversationalist.

And this is less is more. So leaders speak last and less is often more. Um, another swear word, um, which tend not to use, but it will just make more sense to you, uh, coming up in a second is, uh, you will know people that talk for the sake of talking.

And what you realize is the louder people talk and the faster people talk, the lower the value of the content and the higher the level of their insecurity, lack of confidence and nerves. Someone speaks fast and loud. I do it when I get, if I'm, if I slip up and I'm speaking off topic out of my depth, I tend not to do it now because I had a notoriously bad example of, uh, trying to blag it on a podcast back in the day, maybe about, I don't know, 10 years ago, got invited to a big national podcast, big, uh, tax announcement, reviewing the local, the most recent budget, not entirely sure why I got invited to do it, but it was probably one of the biggest ones in the country got invited to do it, got asked a question.

And then rather than say, so I, to be fair, I did a re I would say I did a really good job on, uh, a topic that I understand well. So I did, I did it. Well, I was more, my bag is more economics than tax.

So I was trying to do the economic spin on tax and what I did then that was confident about, and I'd prepared for, I did well because it was a tax angle. I was actually a little bit outside of my competence, uh, space. And somebody asked a question about more, the, the mortgage changes.

Now I didn't know the answer. And rather than say, if I had said, I don't, that's a really great question. I don't actually know the answer to that, which would have given people, uh, they would have respected it.

And it would have given people even more credibility for all the other stuff that I just talked about that I did know about because I had the confidence and the, uh, I had the confidence to actually say, I don't understand this. I just basically tried to black my way out of that. Somebody then messaged on the group.

There was hundreds. I think there was about 600 people on this webinar and maybe even more, maybe 800 people on this webinar. And then people comment and a few people commented, oh yeah, that's not actually the case.

I read it this morning and I was basically completely wrong. And despite the fact that I may have done 60 or 70 minutes of great content, I didn't, I then made myself look stupid. I was incorrect.

It probably devalued everything I'd said before that. And it wasn't a good, wasn't a good, um, outcome. When I get into that place, I talk faster.

I talk, I talk faster. I talk louder. I'd like to say that happens less nowadays, but we're all human.

When you tune into that, that means you're starting to lose confidence, lose track. And basically this is the swear word is, um, bullshit baffles brains. So if you're trying to outtalk someone by getting louder, faster, oh yeah.

But if you read the report from the 1963 election, blah, blah, blah, what you're trying to do is you're trying to, you're trying to baffle people. And it's only bullshit that baffles brains. If you're going to give them all that double barrel is it's in most cases, bullshit.

Number 10 is less is more leaders speak last. And ideally you want to be, to be a great conversation list, slow, well-considered, or especially if you're in a group, if you're in a group and you're the last one to speak, you have two benefits. One is everybody wants to hear you talk rather than fighting the, rather than the catfight or the, the crab fight of everyone trying to reach over each other and get their opinions in first.

If you don't talk and you wait, not only do you get to a point then most often, whenever I go to a mastermind or like a real high value board meeting, I'll try and say as little as possible. And I guarantee you seven or eight times out of 10, when I don't speak, somebody will then actively say, I'll be really interested to know what Dan, Dan thinks. And there is a logic that you should only offer your opinion when it's invited or when it's requested, because then people actively asking for it and there'll be more receptive.

And they've, they've asked for it rather than the normal human nature of here's what I think, ramming it down your throat. This is my opinion. This is my experience, et cetera, et cetera.

So the first is people actively want to hear you do your thing. The second is if you do wait till the end, um, you've heard what everybody else has got to say. So rather than go first out of the bat, yeah, I'll, I'll, I'll offer my opinion first, which is what most people do.

If you wait till the end, you've heard everyone else's opinion. You've, you've had the opportunity to process it. You figured out what's been said around the table that you think is absolute rubbish.

Equally, you've been able to consider all the things that either you hadn't, you didn't know, or you haven't considered. And then you've got all the benefit of that. And people want to listen to you.

And in a very short one, two, three sentences, you can very concisely articulate a well-considered appraisal response answer to whatever the question is. And it's, you know, all that takes is patience, maturity, leaving ego at the door and all of those 10 things that we've just, uh, we've just talked about. So to me, to you, the art of being a great conversationalist, I hope that's given you a lot of value, uh, best of luck putting into practice.

And again, these are real self-awareness pieces. You'll see the world in a very different place and shape as you start to learn these things. And if you've enjoyed it, share, subscribe, leave us a little review because we did get a one-star review, which I was really disappointed about, but apparently it's a competition thing.

Um, but if you have an opportunity to just quickly take 10 seconds after this, if you've enjoyed it, leave us a quick star to reflect what you think. Hopefully that'll keep us nice and high in the rankings, keep our motivation to do these and then join us again, uh, next Tuesday for the next episode of the official property entrepreneur podcast. Remember success and failure are both very predictable.

I'll see you on the next one. I hope you enjoyed this episode of the official property entrepreneur podcast. If you are not already subscribed, click subscribe now to make sure you never miss an episode.

Again, if you're not already following me on social media, Instagram is property entrepreneur underscore Facebook is downhill. And if you're not already in the official property entrepreneur community on Facebook, there's over eight and a half thousand of us in there now join that group. And if you're not in one of the private WhatsApp groups, maximum of 20 people in each group in the show notes type VIP podcast and send it to the number that's in the show notes on WhatsApp.

And we'll get you added to one of the private VIP WhatsApp groups where you can request your own podcast. It will be dedicated to you and your business. And every Tuesday I'm in there answering questions, giving you one-to-one direct support.

And we don't know how long we're going to keep these open for success and failure are both very predictable. I will see you on the next episode.